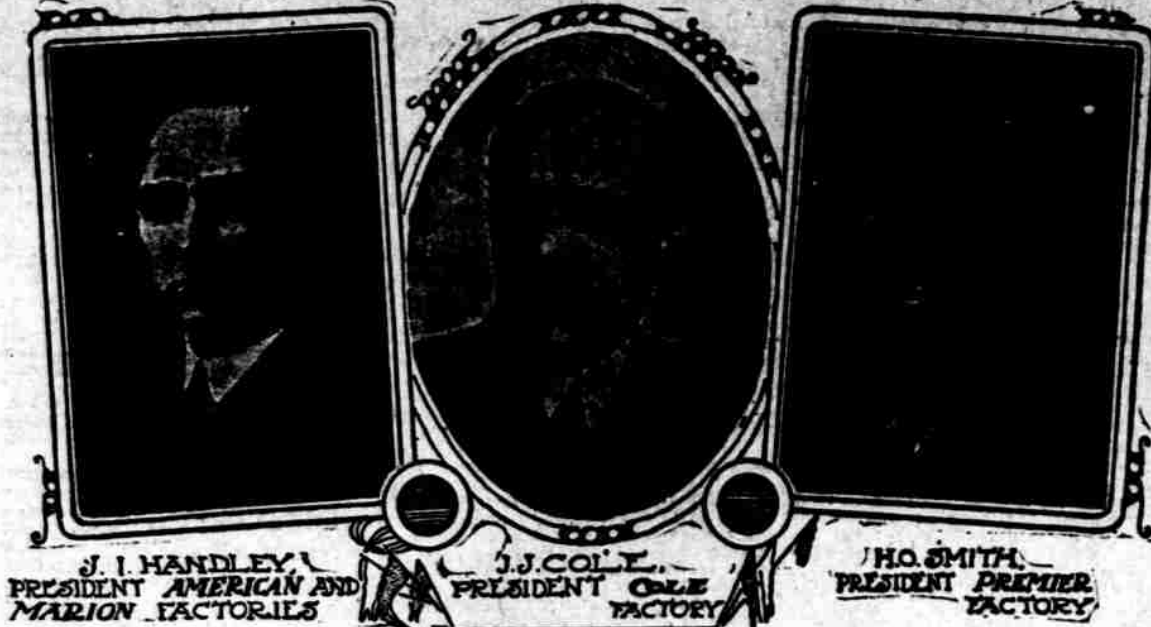


GASOLINE GOSSIP

J. I. HANDLEY,
PRESIDENT AMERICAN AND
MARION FACTORIESJ. J. COLE,
PRESIDENT COLE
FACTORYH. O. SMITH,
PRESIDENT PREMIER
FACTORY

Oklahoma Wins \$25 Prize.

"The Underdog News" is the name of the new house organ of the American Motor Company, of Indianapolis. The first number of which appeared last month. A. J. Denford, of Oklahoma City, Okla., receives \$25 for the name, his suggestion having been selected by a committee of representatives of every department of the American factory organization.

The caption of the first number of the breezy, newsy little house organ was mostly interjection, and an inside article set forth that an appropriate name for the publication was being sought. Following American policies, it was proposed to make the house organ a thoroughly democratic institution, and the public was asked to suggest the name. The flood of titles which came to the factory were listed without the names of the senders when submitted to the committee, and Mr. Denford's suggestion was the choice.

Sets a New Time Mark.

A new time record for the run from Seattle, Wash., to Vancouver, British Columbia, has been made, according to a telegram received by the American Motor Company, of Indianapolis, from Marc Bunnell, district sales manager of the Pacific Coast territory. An American "Underdog" car made the 36-mile trip over some frightful roads in seven hours and thirty minutes, lowering the previous record by nearly an hour. The car stood the tremendous strain splendidly, according to the message.

Kissel Kar Wins Gold Medal.

At the California State Fair, held last week at Sacramento, there was a highly interesting series of motor truck tests in which most of the well-known trucks participated, including the Packard, Kissel Kar, Federal, Mack, Gram and others. The first prize, and the gold medal symbolizing it, were won by the Kissel Kar. This is the second year that the Kissel Kar truck has carried away this honor.

Preference in Color of Cars.

"Each section of the country has a strangely marked preference in the matter of color," says G. C. Frey, of the Kissel Motor Car Company. "Strange as it may seem, the East is the least particular in this regard. It is an exceptional case when an Eastern buyer asks us to vary from our standard colors. The Pacific Coast there is a decided taste for greys. In the North and Middle West, brewster green and dark blues have the call, and the farther South we go, the lighter and flashier color the car must be."

The St. Louis Auto Show.

America's first display of 1913 models of automobiles will be made in St. Louis, October 7 to 12, inclusive, instead of in New York next January, as it would be but for the aggressive action of the sixteenth annual automobile show will be a part of the St. Louis Fall Festivities, the free attractions of which will include the Vajed Prophet pageant the night of Tuesday, October 8, with its twenty-one gorgeous floats, a \$50,000 frolic of wealth at St. Louis, and aviation by the Aero Club of St. Louis, including fancy flying, October 9 and 10, over and under the Eads, Merchants' and Free bridges, all three of which span the Mississippi River near the downtown business section of St. Louis.

Henderson Leaves Cole.

In order to assume the presidency and take active part in the Henderson Motor Car Company, arrangements have been made whereby C. P. Henderson, director and general sales manager of the Cole Motor Car Company, will on October 25 discontinue the Cole sales work. This move will be a surprise to the automobile industry in general, as Mr. Henderson has directed Cole sales work and policies since the inception of that company.

R-C-H in Chicago Reliability Run.

With the Glidden Tour abandoned for this fall, the R-C-H Corporation has decided to enter a team in the Around Lake Michigan Tour of the Chicago Motor Club October 21 to the 23. Practically the same team and crews that were to make the National Tour will be entered in the Chicago run, which promises to be the banner event of the kind this season.

This tour starts from Chicago going north through Wisconsin to the Straits of Mackinac, across into Michigan and down the west shore of the lake—a route of about 1,100 miles to be covered in seven days. Conditions of the Chicago run are more severe than those projected for the Glidden, and will be a severe test for cars, the hardest portion of which will

Prominent motor car manufacturers

who promoted and made a success of the intensified salesmanship and advertising convention held in Indianapolis last week.

probably be the North Michigan traveling

with its famous sand and heavy roads.

R-C-H Cars for N. Y. Fire Dept.

Three R-C-H cars are the latest purchase of the New York Fire Department, a deal having been consummated between the Metropolitan authorities and the New York branch of the R-C-H within the last week.

The model chosen is the new R-C-H

long wheelbase two-passenger roadster, the choice centering on this as the most suitable, economical car that could be selected for the use intended—that of carrying battalion chiefs. Before the selection was made the R-C-H was put to exhaustive tests under all conditions by the fire department authorities. Its traffic it showed its ability to travel along at as low a speed as four or five miles an hour on high and pick up again to the maximum.

The choice of the R-C-H by the officials

of the Metropolitan force is a remarkable testimony to the Detroit made car and the model selected is the very latest, having been placed on the market but a month ago, during which time it has achieved widespread popularity.

Automobile Helps War Science.

What Gen. Sherman called war in his time is well known. What war is today is another matter. From what was popularly supposed to be a sort of pocket edition of Hades, war has developed into a largely scientific treatise on how best to overcome the enemy by killing off his army. The automobile promises to furnish an impetus to scientific warfare, even greater than the development of rapid firing, long range and vastly more powerful guns, gun-cotton, smokeless powder and other recent inventions. With the aeroplane, the automobile gives promise of changing the whole complexion of future battle problems.

Alico Reaches Coast.

In what condition should a motor truck be expected to arrive after a cross-continent voyage of 4,165 miles? The question has been answered and the findings are made known in a technical report on the Alico truck that hauled a three-ton cargo of soap from a manufacturer in Philadelphia to a customer in Petaluma, Cal.

All told, the expense of making repairs following a public inspection at the end of the trip was less than \$25. According to the inspectors, the only things found necessary to do were the following:

"Took up on all connecting rod bearings; dressed up No. 2 cylinder; drained old oil; cleaned carbon off piston and the condition and pulling power were reported to be 'very good,' and on a speed test the truck developed its maximum rated pace. No fault was found with the carburetion and lubrication of the motor. The ignition system, transmission, springs, and clutch also were in good operating shape. The front axle, though under terrific strain from plowing its way frequently along deep-rutted and high-centered roads, came out unscathed."

Further details of an unusual nature are gleaned from an analysis of the Alico recorder chart, checked up on the daily progress of the truck. From start to finish the time on the road was 772 hours and 4 minutes; the actual running time 498 hours 35 minutes. Figuring on the basis of a twelve-hour working day, the truck was in motion for thirty-four days.

While on the road the truck maintained an average speed of slightly more than ten miles an hour throughout the journey of more than 4,000 miles. Stops for meals, replenishing with fuel, bridge

inspections, and so on, averaged twenty-one a day.

Painting Radiators Peculiar Work.

Painting radiators is a peculiar sort of work, remembering that whatever color one puts on the radiator frame and front will be continually exposed to a very high degree of heat. It is for this reason that all makers have practically agreed that black paint is one of the best and most durable colors for the radiator. The proper method of painting the radiator is to supply a very thin coat of lampblack in solution, and after it has dried to apply another equally thin coat. Lampblack has sufficient body and color depth to be effective even after only two applications, and as it is composed of pure carbon, is not subject to decomposition as other colors which are made of chemical compounds and secured to the surface by means of organic binders. Lampblack will wear off under continued strain of service, but it will last longer, as even together with the heat it suffers constantly the atmospheric elements have no effect on it. It is principally the mechanical hardships that radiator paint has to undergo in service that ends the life after a relatively short period.

Prince Edward Island Bars Auto.

Prince Edward Island is the only province in Canada that prohibits the use of automobiles on its highways and in public places. The penalty for violating this law, which was enacted because it was thought to be necessary to public interest and for the safety of the traveling public, is a fine of \$50 or six months in jail.

Competition for John D.

The price of gasoline has now risen so that it is profitable to import it from abroad, and 1,100,000 gallons were recently brought into this country from Borneo. Half of this cargo was unloaded in Philadelphia and half in New York, where it went to the garage trade. The importation was made by the Gulf Refining Company, which is one of the competitors of the Standard Oil Company. The fact that there is no tariff on gasoline enables the company to place the Borneo product in competition with that of the "S. O." Just what effect this shipment will have on prices can not be seen at present. During the year's consumption of gasoline by automobiles at about \$20,000,000 gallons, the importation amounts to one-third of the total. If importations of this size continue and the oil can be sold at a fair price, the situation seems to hold out some promise for the automobile.

France Plans Grand Prix.

The plan of the Automobile Club of France for running the Grand Prix race in 1913 is decidedly changed from the scheme that was followed last year. Instead of spreading the event over two days the race will be run on a single day at a distance of about 800 kilometers, or 500 miles. Entries for the race must be made before October 21 of this year, and the committee of the club reserves the right to call the race off if by that time at least forty cars have not been entered. A fee of \$50 for each car is charged, but constructors may enter as many as six machines.

Thrilling Cross-country Run.

Endurance of car and driver were put to the test in a thrilling cross-country run between Chicago and Detroit by J. G. Vincent, the new chief engineer of the Packard Motor Car Company. Mr. Vincent, who was returning from the races at Milwaukee, left Chicago with F. H. Trego, research engineer of the Packard Company, and a mechanic, at 3:26 a. m. Monday, October 7. At 11:25 a. m. their route book was stamped by the clerk on duty at the Pontchartrain in Detroit. The total elapsed time was 8 hours 4 minutes; running time, 7 hours, 47 minutes.

The distance from the Metropole Hotel, Twenty-third and Michigan, Chicago, to the Pontchartrain, Detroit, is 282 miles.

Seventeen minutes were consumed in

stops for gasoline and tires. The car, a Packard "H," was driven by Dayton, Ohio, Detroit, Wednesday night. The Packard engineers left Dayton Thursday morning and drove continuously for thirteen hours to Milwaukee, a distance of 88 miles. Arriving in Milwaukee Saturday morning they went directly to the race course and spent the day. They started for Chicago without having had any sleep since leaving Dayton, and arrived in Detroit showing no signs of strain.

The drive was made without any special

preparation, but is said to be a record.

Trucks with Power-dumping Bodies

Large capacity motor trucks with power dumping bodies have been found unusually efficient for the purpose of the coal dealer who has a large tonnage to deliver to public buildings, institutions and the like.

Recently a five-ton Peerless truck equipped with such a body was purchased by the Staples Coal Company, of Boston, Mass. It was employed almost immediately hauling coal from the company's wharf in Albany Street to the statehouse, a distance of a little more than a mile.

The route lay through the busiest part of the city, but the truck managed to make sixteen trips in a working day, delivering eighty tons of coal. A five-ton load hauled much more slowly would require three horses. Such a team could at best deliver no more than six loads.

So the truck replaced eight horses and made the services of two men unnecessary.

The Young Automobile Salesman.

Many young men start out as automobile salesmen who overlook the first principle of any highly competitive industry, namely, that business does not come of its own accord, but must be sought. The biggest successes to-day among both retail and traveling salesmen are the hustlers who first make the business and then let business make them. We are now in one of the greatest developing periods of the industry, and the demand for trained men is constantly increasing. The man who can bring in the business is worth his own price, and scores of manufacturers are willing to meet his figure.

In the near future the automobile industry

should see the development of more extensive schools of motor car salesmanship. Furthermore, the manufacturer of the motor car should see greater co-operation between the factory and the dealer.

Simplicity in Motor Cars.

Can simplicity be one of the main features in the design of a good automobile? The Oakland Motor Car Company believes that this is putting the cart before the horse. The question is: Can a good car be built and not combine simplicity?

America's best automobile engineers are beginning to realize what an important factor it is to make a motor car simple. Observation will lead one to believe that all automobile engineers are working to that end, while some cars, at the same time, continue to have a multiplication of wires, electric relays, electro-magnets, bolts, nuts, rods, etc., which all go to make excessive weight and complication.

Every part of the motor car asks this question: What is the weight of your car? What is the horsepower? And after receiving an answer from the automobile salesman, determine the horsepower per hundred weight.

Oakland engineers have made a sweeping move directly toward simplicity and high rate of horsepower per hundred pounds of weight.

Every part of an Oakland car has certain demands upon it which are entirely familiar to Oakland engineers, and the making of the part out of the very best material is the slogan of the Oakland Motor Car Company.

The motor companies are beginning to realize that any car, other than a simple car, must be unnecessarily heavy, and, therefore, leads to exorbitant tire bills.

President Taft Completes Tour.

For the first time in the history of automobiling a President of the United States has made use of the convenience and utility of motor car as a means of travel through the country. Last week President William H. Taft concluded a week's tour of New England, having started from Beverly, covering during the first day the entire length of the State of Massachusetts, through Worcester and Springfield to Lenox, the speedometer registering a total distance of 132 miles.

From Lenox the Presidential party proceeded to the Presidential estate at Hamptons to Manchester and Montpelier to Bretton Woods, from which point the party returned to Beverly.

The President was greeted all along the route by thousands of persons who recognized him and in many towns the streets were decorated with flags and bunting. Upon the radiator cap of the President's big Pierce touring car was displayed the banner emblem of the Touring Club of America, beautifully finished in gold, and it was observed that Mr. Thomas L. Rhoads, U. S. A., the President's military aid, was using the automobile Blue Books, the official road medium of the Touring Club, in finding the best roads for touring.

On the way from Springfield to Lenox the party crossed the border and the President's military aid, Mr. Rhoads, was decorated with flags and bunting. Upon the radiator cap of the President's big Pierce touring car was displayed the banner emblem of the Touring Club of America, beautifully finished in gold, and it was observed that Mr. Thomas L. Rhoads, U. S. A., the President's military aid, was using the automobile Blue Books, the official road medium of the Touring Club, in finding the best roads for touring.

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complete set of the Automobile Blue

Books specially bound with his name stamped in gold upon the covers. Upon the presentation of these standard road guides early in the summer the President stated that he had found them invaluable and that he expected to use them in planning a number of tours during the year.

Remedy Ignition Trouble.

With a dual ignition system it is found that while there is no trouble about running on the magneto side, the engine develops insufficient power or misses on the battery, it is fairly safe to look to that equipment itself for the difficulty. Despite their supposed uniformity, dry cells are prone to considerable variation both in strength and length of life. As far as the storage battery is concerned, the mere fact that it is charged frequently does not necessarily guarantee its proper performance. Improper charging, insufficient electrolyte or electrolyte that is not a proper density may upset its action sufficiently to cause it to give forth only a weak current and one of short duration. If the cell works at all, on the other hand, it should work as well with the battery as the magneto, and therefore, under the conditions named, it should not be tampered with.

To Prevent Smoke.

In efforts to reduce to the minimum smoking from the exhaust it is fairly common practice where splash oiling prevails to lower the level of the oil in the base, and in not a few cases this results in stunting the pistons and bearings. The smoking is caused naturally by the oil working past the pistons and burning. If the top edge of each piston is neatly rounded off with a fine file and the lower edge left sharp, the oil will be prevented from working past the piston, for the top edge will get but little "hold" on the film, while the lower edge will scrape the oil from the cylinder wall and return it to the base.

WAITER AND HIS NAPKIN.

Many Insanitary Uses Made of Cloth in the Menu Drill of the Day.

From the Belman.

The British Medical Journal in a recent issue called attention to a matter which is really of supreme importance and which must, at one time or another, have occupied the attention of everybody for at least a few fleeting seconds. That is the napkin of the restaurant waiter and the promiscuous use that he makes of it. Observe him at his work; he is meticulous in removing a spot of dust from your plate; he is not so fastidious in removing a spot of dust from his own napkin.

He flourishes the napkin around them in feverish zeal; a crumb, almost invisible to any but a trained eye, is whisked from the tablecloth; the glass is given a professional rub, which it would be vain for an amateur to attempt to imitate; then, with another flourish, the napkin is restored to its orthodox resting place over the arm of a coat whose somber hue mercifully conceals much that would otherwise be in evidence, and the waiter is at attention to receive your distinguished order.

It is a picture of well-drilled compliance very flattering to the self-esteem of the client. But there is another side to it, the side given by the British Medical Journal, in the following paragraph: "We have seen the soiled piece of napery made use of by a waiter—in the intervals of serving his customers—quite impartially, whether it was to dust his trousers or his boots, or even to wipe his perspiring forehead, and on more than one occasion to wipe his nose."

We also have seen similar phenomena, and it is not an edifying sight. This is an unpleasant subject and one that is not to be recommended for discussion in polite society, but it is well that the British Medical Journal should draw attention to a matter that is without doubt a serious menace to health.

All vessels carrying passengers to and from the ports of Uruguay are required by law to be equipped with wireless telegraph apparatus.

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Begin to announce that on or about October 20 they will move to their new quarters

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The very stuff that makes the wheels go 'round—GASOLINE—is inflammable and dangerous, making an automobile risky property. If you have a car which is UNINSURED, you are practically playing with fate. Let us insure your car for you, and do it right now. We will protect your car from loss by fire anywhere in the United States and Canada. The cost is only

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A dollar a month—and this price is much lower than you can get elsewhere. The Commercial is the biggest fire insurance company in the District of Columbia, but quotes the littlest rates for automobile insurance. Call on us, write us, or telephone us, and we will be right on the job with the best insurance that you can put on your car.

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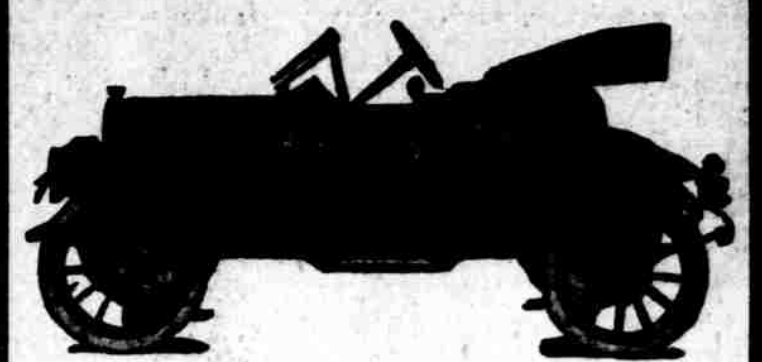
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The Car That All Washington Has Been Waiting Three Months to See. When You Do You Will Agree that the



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Is some car. Here are a few of its good points: 20 H. P., 4 Cylinder Motor, Unit Power Plant, Cone Clutch, Selective Transmission.

Body—2-passenger torpedo, well upholstered, deep cushions. Mountings nicked throughout, including motor. Complete equipment.

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